	Credits and Discounts Report #1							
COMPANY NAME	AIRBAG DISCOUNT	ANTI-THEFT DEVICES	ANTI-LOCK BRAKES	AUTOMATIC DAYTIME RUNNING LIGHTS	CARPOOL CREDIT	DRIVERS TRAINING	LOW ANNUAL MILEAGE DRIVEN	
21ST CENTURY		15%						
AAA (INTERINSURANCE EXCHANGE)	Up to 10.2%	Up to 8.3%				Up to 4.6%		
ACCESS	8%	15%	15%	5%				
AFFIRMATIVE							FACTORS VARY BY MILES	
ALLIANCE UNITED ALLSTATE		F0/ Comp						
ALLSTATE	19% -	5% - Comp						
AMICA	29%	5% - 20%	5%			5%	10%	
ANCHOR GENERAL								
CALIFORNIA CAPITAL	20% - 30%	5% - 15%				5%		
CALIFORNIA CASUALTY						up to 10%		
COAST NATIONAL		15%				up to 10%		
COMMERCE WEST	5% - 23%	5% - 15%				5%	10% - 20%	
CSAA INSURANCE EXCHANGE								
CSE	2%	10%		2%			Up To 33%	
ENCOMPASS	13% - 25% on Med	5% - 14% on Comp	5% on BI, PD			5%		
ESURANCE	or wea	15%				0,0		
EXPLORER	15% - 25%							
FARMERS/MID-CENTURY	10%	15%	5%			up to 35%		
FEDERAL INS (CHUBB)		5% - 10%	5%			5%	9% - 57%	
FINANCIAL INDEMNITY								
FIREMAN'S FUND		4.7% - 14.3%				2%	4.6% - 44%	
GEICO	5% - MP	1% - 11%				1% or 5%	7% - 43%	
HARTFORD	10% - 20%	5% - 15%	3%					
HILLSTAR		2,2 .0,0	2,0					
HORACE MANN								
HORACE MANN P&C								
	15% -							
IDS	25%							
INFINITY						0% to 30%		
KEMPER	5%	15% - 25%					Varies	

	Credits and Discounts Report #1							
COMPANY NAME	AIRBAG DISCOUNT	ANTI-THEFT DEVICES	ANTI-LOCK BRAKES	AUTOMATIC DAYTIME RUNNING LIGHTS	CARPOOL CREDIT	DRIVERS TRAINING	LOW ANNUAL MILEAGE DRIVEN	
LIBERTY MUTUAL	19.5% - 29.3%	8% - 25%	8% - 10%			5%	0.3% - 36.3%	
LOYA	See		See				7% to 17% See	
MERCURY	Footnotes	See Footnotes	Footnotes			1%	Footnotes	
METROPOLITAN DIRECT NATIONAL GENERAL	10% - 30%	00/ 200/				3% - 10%	1% - 25%	
(INTEGON)	20% -	0% - 20%						
NATIONWIDE	24%	5% - 15%					5% - 36%	
PACIFIC SPECIALTY								
PERMANENT GENERAL							2% - 36.5%	
PROGRESSIVE WEST		20%						
SAFECO	2% Med Only							
SAFEWAY		2% - 6%					4.5% - 6.5%	
STATE FARM		270 070					1% - 45%	
STERLING CASUALTY		7%	1%			1%		
TOPA								
TRANSGUARD/OCCIDEN TAL								
TRAVELER		15% Comp only				10%		
UNITED FINANCIAL CAS (PROGRESSIVE)		2%						
USAA	6% - 9%	25%				5%	1% - 24%	
VICTORIA FIRE (TITAN)								
VIKING							See	
WAWANESA		See Footnotes				5%	Footnotes	
WESTERN GENERAL								
WESTERN HOME								

BI = Bodily Injury Liab = Liability M = Male Med = Medical Payments

	Credits and Discounts Report #2							
	Gredits and Discounts Report #2							
Company Name	GOOD STUDENT	GROUP PROGRAM CREDIT	MATURE DRIVERS COURSE	MULTI - CAR	MULTI-POLICY CREDIT	PASSIVE RESTRAINT	PERSISTENCY CREDIT	
21ST CENTURY	15%	9% - 14%	2%	6%				
AAA (INTERINSURANCE EXCHANGE)	Up to 14.2%	Up to 9.3%	Up to 1.9%	Up to 22.3%	Up to 15.6%		Up to 5.6%	
ACCESS	2.50%		5%	10%				
AFFIRMATIVE	5%		5%	10% - 28%				
ALLIANCE UNITED	15%		5%	13% to 16%			6% to -10%	
ALLSTATE	10% - 15%		5% BI & PD	Varies	Varies		Varies	
AMICA	5% - 10%		5%	17%	5%	19% - 29%		
ANCHOR GENERAL			5%	20% - 28%			2% - 6%	
CALIFORNIA CAPITAL	3%	5%	5%	27%	17%			
CALIFORNIA CASUALTY	up to 13%		up to 5%	up to 17.5%	up to 17%		up to 25%	
COAST NATIONAL			10% - 15%	5% - 25%	5% - 15%			
COMMERCE WEST	20%		5%	25%	0% - 10%	5% - 23%		
CSAA INSURANCE EXCHANGE	0% - 20%		5%	0% - 20%	0% - 10%	3% - 23%		
CSE CSA INSURANCE EXCHANGE	5%		2%	14%	1% - 18%		20% - 60%	
ENCOMPASS	5%		5%	24%	20%	13% - 25% on Med	2070 - 0070	
ESURANCE		5% - 15%	2%	15% - 25%			0% - 5%	
EXPLORER	15% - 25%		5%	0% - 28%		10% - 35%	2% - 14%	
FARMERS/MID-CENTURY	up to 33%	up to 15%	10%	up to 23%	up to 20%	up to 15%	up to 3%	
FEDERAL INS (CHUBB)	10%		5%	5%	10% - 30%	15% - 25%		
FINANCIAL INDEMNITY			7%	Varies		100/.1:		
FIREMAN'S FUND	10%	14% -	5%	19%	14% to 25%	19% to 27%	4% to 8%	
GEICO	10% or 11%	34%	1% or 5%	Between 5% - 17%	Up to 10%	5% (AIRBAG)	Between 4%-	
HARTFORD	10%	10%	5%	20%	7% - 16%		2% - 8%	
HILLSTAR HORACE MANN	10%	10%	5% 5%	3% to 8%	10%		20/ 400/	
			5%	15%	11% - 23%		3% - 10% 3% - 10%	
HORACE MANN P & C	10%		5% 5%	15%	11% – 23%	E0/	3% - 10%	
IDS INFINITY	0% to 30%		5% 5%	28% - 32% 18% to 32%		5%	19/, to 09/	
KEMPER	2% - 25%	5%	5% 5%		100/ 150/	5%	1% to 9%	
				22% 17.5% -	10% - 15%		17% (Basic	
LIBERTY MUTUAL LOYA	25%	15%	5% 5%	22.5% 17% to 19%	3% - 21%	9.8%	Group Only)	
LUTA			5%	17/010 19%	<u> </u>			

	Credits and Discounts Report #2							
Company Name	GOOD STUDENT	GROUP PROGRAM CREDIT	MATURE DRIVERS COURSE	MULTI - CAR	MULTI-POLICY CREDIT	PASSIVE RESTRAINT	PERSISTENCY CREDIT	
MERCURY	See Footnotes	See Footnotes	See Footnotes	See Footnotes	See Footnotes	See Footnotes	See Footnotes	
METROPOLITAN DIRECT NATIONAL GENERAL	5% - 20%		3% - 10%	1% - 17%	6%-12%	5% - 30%	2% - 16%	
(INTEGON)	5%		5%	5% - 15%	5%		10%	
NATIONWIDE	4-23%	7.5-12.5%	5% not applied	12-17%	8-29%		1% year 5 +	
PACIFIC SPECIALTY			5%	10% - 18%	5%		10% - 20%	
PERMANENT GENERAL			5%	20% - 25%			3% - 12.5%	
PROGRESSIVE WEST		VARY BY COVERAGE	5%	10% to 28%	10%		2% to 3%	
SAFECO	2%	5% - 15%	5% Liab Only	Liab 20%/ Coll 15%	10% - 25%		5% - 10%	
SAFEWAY	9.2% - 10.1%		2%	22%				
STATE FARM	6% - 15%		5%	11%	5% - 22%		3% - 18%	
STERLING CASUALTY	15%		5%	12% - 20%			1% - 15%	
TOPA			5%	16% - 21%			2% - 6%	
TRANSGUARD/OCCIDENT	10%		5%	5%			See Footnotes	
TRAVELER	Varies	12% or 5%	5%	Varies	16% - 27%		2.5% Comp, Coll @ 5+ Years	
UNITED FINANCIAL CAS (PROGRESSIVE)		9% - 12%	5%	3% - 28%	1%			
USAA	10%		5%	2% - 7%	2% - 13.76%	3%	2% - 12%	
VICTORIA FIRE	5%		5%	0% - 15%	5%		4%	
VIKING			10%	+25% to - 24%				
WAWANESA			5%	20%			See Footnotes	
WESTERN GENERAL			5%	16% - 22%			10%	
WESTERN HOME				16%				

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PD = Property

Damage Comp = Comprehensive F= Female Coll = Collision